1991 Index by Author

Adams, James J., and Rama J. Adams.
Access for the Disabled—It's the Law, Fall, p. 42.

Adams, Rama J. See Adams, James J.

Alston, Margaret L. and Jon P. Alston, Ph.D.
Dealing with Japanese Investors, Spring, p. 31.

Alston, Jon P., Ph.D. See Alston, Margaret L.

Bacon, Frank W., Ph.D., and Joe Lavely, Ph.D.
A Comparison of Rural Electric Cooperative and Investor-Owned Utility Debt Usage, Winter, p. 8.

Bechtel, W. Douglas
The Board Room: What Directors Do That Irritates Managers, Spring, p. 3.

Brown, Richard J.
Cooperatives in Managerial Transition: What is the Least Disruptive Way to Introduce Change?, Spring, p. 22.

Bullock, Gary M.
At the End of the Line: Getting to Know the Members You Serve, Summer, p. 22.

Church, Robert L.
Management Memo: Strategic Market Planning: Concepts for the 1990s, Spring, p. 10.

Collier, Steven E.
War Games in the Utility Industry: Strategies for Survival, Summer, p. 14.

Crosby, Roger J.
The Board Room: What Managers Do That Irritates Directors, Summer, p. 3.

Gilbert, Joan
Watch Your Language!, Summer, p. 28.
A Program Lovely as a Tree, Fall, p. 25.

Hale, Dwight
Supervising the Marginal Employee: Dilemma and Opportunity, Winter, p. 23.

Hein, Dennis, Ph.D., and Sheila Woodward
Conservation and Marketing: The Perfect Combination, Winter, p. 15.

Hopkins, Willie E. and Shirley A. Hopkins
Getting the Jump on Workforce 2000: Some Helpful Hints for Managers, Fall, p. 33.

Hopkins, Shirley A. See Hopkins, Willie E.

Horgan, Melinda J.
Management Memo: A Role for Electric Utilities in the EMF Debate, Summer, p. 7.

Klose, Al
The Seasonal Member: A Case Study, Fall, p. 46.

Lacny, John
Management Memo: Strategies in Packaging a Zero Interest Loan for REA's Rural Economic Development Financing Program, Fall, p. 16.

Lau, Barbara
Energy Sappers—There's One in Every Office, Fall, p. 39.

Lavely, Joe, Ph.D. See Bacon, Frank W.

Luecal, Scott
Work Plans and Budgets: An Allocation of Resources, Winter, p. 19.

Nubsen, Dar
The Feelings Manager, Spring, p. 18.

Palmieri, Victor H.
Better Answers Than Bankruptcy, Winter, p. 2.

Peck, Richard G.
Gainsharing—A Compensation Idea That is Long Past Due, Spring, p. 25.

Reddish, John J.
Tough Times Demand New Strategies, Fall, p. 30.

Rude, Antone J.
There's Reason for Optimism in the Utility Business, Winter, p. 12.

Schorr, Alvin L.
Health Care in America: What's New? What's Next?, Summer, p. 33.

Vince, Clinton A., Esq.
The Board Room: Legislative Issues in Resource Planning, Fall, p. 3.

Wishard, William Van Dusen
What in the World is Going On? (Part I), Summer, p. 38.

Wolfrom, Steve
Measuring the Effectiveness of Your Newsletter, Spring, p. 41.

Woodward, Sheila. See Hein, Dennis.

1991 Index by Subject

Boards of Directors

The Board Room: What Directors Do That Irritates Managers, by W. Douglas Bechtel, Spring, p. 3.

The Board Room: What Managers Do That Irritates Directors, by Roger J. Crosby, Summer, p. 3.

Compensation

Gainsharing—A Compensation Idea That is Long Past Due, by Richard G. Peck, Spring, p. 25.

Environment

Management Memo: A Role for Electric Utilities in the EMF Debate, by Melinda J. Horgan, Summer, p. 7.

Finance

Management Memo: Strategies in Packaging a Zero Interest Loan for REA's Rural Economic Development Financing Program, by John Lacny, Fall, p. 16.

Better Answers Than Bankruptcy, by Victor H. Palmieri, Winter, p. 2.

A Comparison of Rural Electric Cooperative and Investor-Owned Utility Debt Usage, by Frank W. Bacon, Ph.D., and Joe Lavely, Ph.D., Winter, p. 8.

Work Plans and Budgets: An Allocation of Resources, by Scott Luecal, Winter, p. 19.

General Management

The Feelings Manager, by Dar Nubsen, Spring, p. 18.

Cooperatives in Managerial Transition: What is the Least Disruptive Way to Introduce Change? by Richard J. Brown, Spring, p. 22.

War Games in the Utility Industry: Strategies for Survival, by Steven E. Collier, Summer, p. 14.

What in the World is Going On?, by William Van Dusen Wishard, Summer, p. 38.

Tough Times Demand New Strategies, by John J. Reddish, Fall, p. 30.

Dealing With Japanese Investors, by Margaret L. Alston and Jon P. Alston, Ph.D., Spring, p. 31.

Watch Your Language, by Joan Gilbert, Summer, p. 28.

Generation

There's Reason for Optimism in the Utility Business, by Antone J. Rude, Winter, p. 12.

Health Care

Health Care in America: What's New? What's Next?, by Alvin L. Schorr, Summer, p. 33.

Human Resource Management

Getting the Jump on Workforce 2000: Some Helpful Hints for Managers, by Willie E. Hopkins and Shirley A. Hopkins, Fall, p. 33.

Energy Sappers—There's One in Every Office, by Barbara Lau, Fall, p. 39.

Access for the Disabled—It's the Law, by James J. Adams and Rama J. Adams, Fall, p. 42.

Supervising the Marginal Employee: Dilemma and Opportunity, by Dwight Hale, Winter, p. 23.

Legislative

The Board Room: Legislative Issues in Resource Planning, by Clinton A. Vince, Esq., Fall, p. 3.

Marketing

Management Memo: Strategic Market Planning: Concepts for the 1990s, by Robert L. Church, Spring, p. 10.

Conservation and Marketing: The Perfect Combination, by Dennis Hein, Ph.D., and Sheila Woodward, Winter, p. 15.

Membership

Measuring the Effectiveness of Your Cooperative's Newsletter, by Steve Wolfrom, Spring, p. 41.

At the End of the Line: Getting to Know the Members You Serve, by Gary M. Bullock, Summer, p. 22.

A Program Lovely as a Tree, by Joan Gilbert, Fall, p. 25.

The Seasonal Member: A Case Study, by Al Klose, Fall, p. 46.